



Sailfin



silver consulting
partner

What we have achieved so far



5 Delivery Locations | 7 Years since Inception | 200+ Consultants | One Team

Our Key Strengths



Consistency

Robust Project Delivery with performance that does not diminish with time. Proven with our large multi year customer engagements.



Competency

Certified professionals with great domain and technical skills offering best in class solutions to our clients.



Adaptability

Technology, Platforms, Customers and business processes.



Flexibility

Dynamic team scaling, multiple delivery locations and travel ready staff.



Experience

Enterprise Scale project delivery across globe on multiple technology platforms.

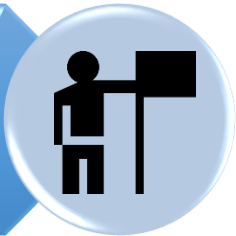


Our Core Beliefs



Effective communication is the key to project success.

We have courage to take risks and tough decisions to achieve the greater success.



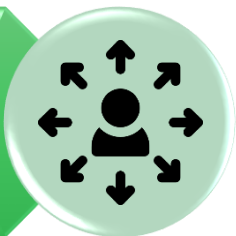
We think about our customers first, then about Sailfin and then about ourselves.

We collectively take responsibility of our failures and celebrate success.



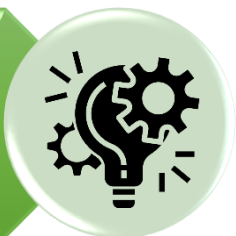
We don't measure performance based on how many hours an individual works.

We believe in the culture of openness and equal opportunity.



We don't shy away from admitting our mistakes and work towards eliminating them.

We believe in achieving results using innovation, hard work and sincerity.



Our Services

Salesforce Implementation & Product Development

- Salesforce CRM implementation
- Marketing Automation
- Lightning Migration and Development
- AppExchange Product Development

Custom Product Development & Implementations

- Custom Business Systems
- Custom ERP
- Custom CRM
- Full stack development
- Third party Integrations

Cloud Strategy & Consulting

- Technology Strategy and Assessment
- Proposal for Cloud On-Boarding.
- Defining the mobile strategies.

Application Support

- Application Sustainment
- Production Support and User management
- Business Process & Application Enhancements
- Both Offshore and Onshore models available

We are a full spectrum technology company with major focus on new generation Cloud and AI and Automation technologies.

Salesforce is in our DNA and our credentials reveal that



10+ Certified Application Architects, Designers and Other Salesforce product consultants

Salesforce Silver Consulting Partner

One of the largest teams of certified Salesforce consultants in India

Our Salesforce Functional Skills



Business Consulting and Solution Design

License requirements analysis and recommendation

Schema Analysis & Design with specific Salesforce license

Security Model Implementation

User Interface configuration (Classic & Lightning)

Business Process Mapping & Automation design

Reports, Dashboards & Analytics

Customer Support & User Training

Integration using ETL tools like Cast Iron, Scribe, Informatica, Jitterbit, MuleSoft

Data Migration

Our Salesforce Technical Skills



- Sales Process Automation
- Campaign and Mass Emails
- Lead and Opportunity management & Collaboration
- Products, Price books & Quotes
- Quotas & Forecasting
- Email & Web Integration for Leads
- Territory management
- Partner Management
- Workflows & Approvals
- Chatter



- Complete Case Management
- Lightning Service Console
- Auto Case assignment and escalation
- Live Agent
- Omni-channel routing
- CTI Integration
- Macros, Quick text
- Knowledge Base
- Web/Email to Case
- Case Teams
- Chatter
- Desk.com Migration



- Apex Classes, Triggers & Visualforce
- Lightning Development (AURA & SLDS)
- Force.com Custom Applications
- Einstein Platform Services
- Process Builder & Flows
- Batch Processes & Email Services
- Salesforce1 Implementation
- SSO and Identity Connect
- Custom Reporting
- Custom API Integration
- AppExchange Product development

Our Salesforce Technical Skills



- Self Service Portals
- Partner Communities
- Customer Communities
- Public Knowledge Base
- Salesforce Sites & Site.com
- Community Sharing Model
- Lightning & Classic Community Templates
- Customized Branding & Domain Management
- Files and Content Management
- Chatter



- Journey Builder
- Email Studio
- Social Studio
- Configuration of data lists
- Data Extensions
- Contact Builder
- Automation Studio
- Account setup and administration
- Manage Subscribers
- Triggered/Automated Emails to Campaign, Leads and Contacts.
- Personalized email content



- Salesforce connectors setup for multiple lead sources
- Prospect setup
- Landing pages and Forms to handle prospects and visitors
- Automation Setup using Engagement Studio
- Reporting & BI
- Lead Assignment & Nurturing
- Templates and Content creation.
- Lead Scoring and Grading
- Progressive Profiling

Some Recent Solutions Delivered

Pardot Implementation for a Sales Aggregator company.

3 way integration solution for a Professional Services Company.

Contract Management Solution for a large Travel Company.

Einstein Platform Services Implementation for a consulting firm.

Desk.com to Service Cloud Migration for a large online gaming company.

An end to end Human Resource Management Solution.

Complete Data Integration automation for a Public Water Supply Company.

Customer Community Launch for a large Rewards Management Company.

Automating the entire Sales and Service process of a specialized Air testing Company.

A complex distribution management system for a top importer of Petrochemicals.

A complete Sales, Booking and Inventory management solution for a luxury chain of hotels.

Our Human Resource Management Solution



Sailfin
enterprise
MANAGER

A comprehensive hire to retire solution for Small and Medium size organizations:

- ✓ Supports all major enterprise human resource management functions.
- ✓ 100% cloud based solution for easy access from anywhere.
- ✓ Built on Salesforce platform for high scalability and reliability.
- ✓ Ready for use with industry standards and can be extended further as part of our implementation packages.



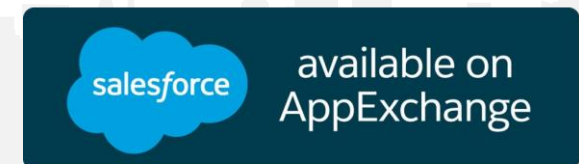
available on
AppExchange

Our Salesforce App



An easy and reliable data load solution for Salesforce:

- ✓ Saved mappings for seamless reuse
- ✓ Works with Non-API enabled editions
- ✓ Supports Standard and Custom Objects
- ✓ 100% Native Salesforce Solution
- ✓ Supports Data Transformations on the Fly
- ✓ Supports Automated Loads through Email Services



Please visit the [AppExchange](#) listing to know more.

Our SSO Solution



AuthFin is useful to customers who have standalone applications and they want to authenticate their users/employees for applications by centralized authentication mechanism like SAML, LDAP or OpenID etc.

- ✓ It's a SAAS based product hosted on secured cloud servers.
- ✓ Customers can enroll for the services by contacting us with the relevant details. We configure those authentication parameters in the App and you are good to go after that.
- ✓ Supports all major SSO IDPs currently and the support for new providers will be available as and when it is available as seamless free update.
- ✓ OWASP compliant giving you the highest level of data and identity security.

Thank You!



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USA

Santa Clara, California
USA

Surat, Gujarat,
India

Ahmedabad, Gujarat
India

Gurgaon, Haryana
India